Catalogue no. 65-507-M — No 010
ISSN 1703-0412
ISBN 978-1-100-16838-8

**Analytical Paper**

**Canadian Trade Review**

# A Profile of Canadian Exporters,1996 to 2009

by Lili Mei and Naser Jan

International Trade Division
9th, Floor, Jean Talon Building, Ottawa, K1A 0T6
Telephone: 1-800-263-1136

Statistics Canada Statistique Canada

Canada

# A Profile of Canadian Exporters, 1996 to 2009

Lili Mei
Naser Jan

October 2011

Catalogue no. 65-507-M
ISSN: 1712-1345
ISBN: 978-1-100-16838-8

Frequency: Occasional

La version française de cette publication est en français
(nº 65-507-M au catalogue nº 10)

## How to obtain more information

National inquiries line: 1 800 263-1136

Specific inquiries about this product and related statistics or services should be directed to: Marketing and Client Services Section, International Trade Division, Statistics Canada, Ottawa, Ontario K1A 0T6 telephone: (613) 951-9647, Facsimile Number (613) 951-0117 or 1 800 664-0055.

Published by authority of the Minister
responsible for Statistics Canada

© Minister of Industry, 2011

All rights reserved. The content of this electronic publication may be reproduced, in whole or in part, and by any means, without further permission from Statistics Canada, subject to the following conditions: that it be done solely for the purposes of private study, research, criticism, review or newspaper summary, and/or for non-commercial purposes; and that Statistics Canada be fully acknowledged as follows: Source (or "Adapted from", if appropriate): Statistics Canada, year of publication, name of product, catalogue number, volume and issue numbers, reference period and page(s). Otherwise, no part of this publication may be reproduced, stored in a retrieval system or transmitted in any form, by any means—electronic, mechanical or photocopy—or for any purposes without prior written permission of Licensing Services, Information Management Division, Statistics Canada, Ottawa, Ontario, Canada K1A 0T6

### Note of Appreciation

Canada owes the success of its statistical system to a long-standing partnership between Statistics Canada, the citizens of Canada, its businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued cooperation and goodwill.

## Table of contents

**Introduction** ..... 4

**Highlights** ..... 4

**Findings** ..... 5
- Overview ..... 5
- Widespread decline in most sectors ..... 5
- Expansion to non-U.S. markets ..... 5
- Biggest loss in large exporters ..... 6
- Top four provinces account for the majority of exports ..... 6
- Number of new exporters at its lowest since 1997 ..... 6

**Methodology, data concepts and definitions** ..... 7
- Methodology ..... 7
  - Data linkage process ..... 7
  - Estimation of unlinked portion ..... 8
  - Potential sources of error ..... 9
  - Data quality of unlinked establishments ..... 10
  - Biases ..... 10
  - Variance ..... 10
- Data concepts and definitions ..... 10
  - Statistical units of measure ..... 10
  - Coverage of the Exporter Register Database ..... 10
  - Non-reported trade ..... 11
  - Existing dimensions of the Exporter Register Database ..... 11

**Data tables** ..... 13

## Introduction

This issue presents statistics, derived from the Exporter Register Database, on exporting establishments for the years 1996 to 2009. This is a follow-up to the Exporter Register Database issue containing data on the years 1993 to 2007[1]. This publication begins coverage from 1996 onwards.

This issue continues to provide information on the number of exporters and the value of their domestic exports by industry (North American Industry Classification System–NAICS), exporter size, province of residence, countries of destination, and employment size (2009 only).

As in previous issues, the establishment is the statistical unit of measure. Consequently, any reference made here to "exporters" represents "statistical establishments that exported." To be included in the Exporter Register, an establishment must have exported commodities valued at $30,000 or more in at least one year between 1996 and 2009. If an establishment does not export in a given year, that establishment is not included in the register for that year. Also, if the value of exports of an establishment is less than $30,000 in every year from 1996 to 2009, it is not included in the Exporter Register Database, even though it may be exporting.

This report is divided into four sections:

- "Highlights" consists of an overview of results of the 2009 Exporter Register Database;
- "Findings" contains more detailed analyses of this database;
- "Methodology, data concepts and definitions" outlines the estimation methods and limitations, as well as the fundamentals of this database; and
- "Data tables" contain tabular data for the years from 1996 to 2009.

1. Statistics Canada catalogue no. 65-507-M, January 2010.

## Highlights

In 2009:

- widespread economic decline affected the exporting community in most sectors. The number of exporting establishments fell from 51,648 in 2008 to 47,637 in 2009, a decrease of 7.8% (Table 1-1);
- the value of exports was $329.1 billion, down 26.7% from 2008 (Table 1-2);
- the manufacturing sector, which represents 41.0% of all exporters, experienced a 6.9% decline in number and a 23.6% drop in export value from 2008, resulting in 19,529 establishments exporting $172.0 billion in merchandise in 2009 (Table 2-1 and Table 2-2);
- the number of Canadian establishments exporting to countries other than the United States rose, accounting for 43.4% of the exporter population and 25.2% of total export value in 2009 (Table 5-1 and Table 5-2);
- the value of exports to the United States fell to $246.0 billion, a 29.1% decrease from its peak level in 2008 and its lowest value in more than a decade. The number of establishments exporting exclusively to the United States fell to its lowest level since 1997 (Table 3-1 and Table 4-2);
- establishments exporting less than $1 million fell by 5.9% compared to 2008, while establishments exporting $25 million and over decreased by 19.8%, the largest decline experienced by this class of exporter (Table 6-1);
- 76.1% of exporting establishments had exports of less than $1 million. These establishments accounted for 2.0% of the total value of exports (Table 6-1 and Table 6-2);
- establishments employing more than 200 employees represented only 5.8% of the exporter population, while their exports accounted for 44.2% of the total value of exports ($145.6 billion) (Table 7-1 and Table 7-2);
- the 2,103 new exporters made up 4.4% of the total exporter population and accounted for $2.2 billion of export value. This was the lowest number of new exporters to enter the market since 1997 (Table 9-1 and Table 9-2).

## Findings

### Overview

The year 2009 was characterized by widespread decline across sectors due to the weakened economic climate. In Canada, 47,637 establishments exported $329.1 billion worth of merchandise, a decrease of 26.7% in value from 2008. The number of exporting establishments continued to decline for a fourth consecutive year, down 11.1% from a record 53,559 in 2005 (Table 1-1 and Table 1-2).

The composition of the exporting community remained relatively stable in 2009. The establishments exporting $25 million and over comprised 3.1% of all establishments in the Exporter Register Database, and accounted for 81.9% of the total value of domestic exports. Conversely, establishments exporting less than $1 million of merchandise represented 76.1% of the total number of establishments and contributed only 2.0% to the total value of domestic exports (Table 6-1 and Table 6-2).

### Widespread decline in most sectors

The manufacturing sector made up the largest share of total exporters, at 41.0%, and accounted for 52.3% of the total value of exports in 2009. The number of exporters in the manufacturing sector continued to decline for the third consecutive year, down 6.9% from 2008, with a 23.6% drop in export value to $172.0 billion (Table 1-1 and Table 1-2).

Within the manufacturing sector, the petroleum and coal products subsector experienced the largest drop in the number of exporters, decreasing 41.8%. The value of exports within this subsector also declined, falling by half from 2008 to $6.8 billion. The primary metal manufacturing subsector also experienced a large decline in the value of exports, dropping 33.5% to $21.0 billion. The number of exporters in this subsector, however, experienced only a slight decrease (Table 2-1 and Table 2-2).

The value of exports by the transportation equipment manufacturing subsector continued to decline for the fifth consecutive year to reach $47.7 billion. This value was about half the level reached in 1999. In the same subsector, the number of exporters increased for the first time since 2006 and reached its highest level at 1,373 (Table 2-1 and Table 2-2).

The decline in value and number of exporters was also observed in the non-manufacturing sectors. The overall value of exports by non-manufacturing sectors decreased 29.8% to $157.2 billion in 2009, and the number of exporters declined 8.4% to 28,108 establishments (Table 1-1 and Table 1-2).

The wholesale trade sector (10,312 establishments) exported $45.5 billion in 2009, a 29.6% decrease from 2008. This sector was the largest non-manufacturing sector in terms of both the number of establishments and the value of exports (Table 1-1 and Table 1-2).

The number of exporters in the mining, oil, and gas extraction sector declined 35.9% from 2008. The value decreased 29.1% to $27.4 billion in 2009 (Table 1-1 and Table 2-1).

### Expansion to non-U.S. markets

Close to 80% of all exporters in 2009 exported to the United States; however, this share has been declining for the past three years. The value of exports to the United States fell to its lowest level since 1999 to $246.0 billion, a decline of 29.1% from 2008 (Table 4-1 and Table 4-2).

An increasing number of Canadian exporters expanded to markets outside of the United States. In 2009, 43.4% of exporting establishments exported to countries other than the United States, representing 25.2% of the total export value. In comparison, in 1999, only 29.6% of exporters exported to counties other than the United States, and accounted for 13.4% of the total value (Table 5-1 and Table 5-2).

Establishments exporting exclusively to the United States, which accounted for 56.6% of the exporter population, fell to their lowest level since 1997, at 26,950 exporters. Conversely, the proportion of establishments exporting exclusively to countries other than the United States has been gradually increasing.

comprising 20.7% of exporters in 2009. The value of exports by this group of exporters, experienced a 14.1% drop, down to $38.1 billion. In 2009, however, this group exceeded 10% of the total value of exports for the first time, reaching 11.6%, which coincided with China replacing Japan as Canada's third-largest export market (Table 3-1, Table 3-2 and Table 4-2).

## Biggest loss in large exporters

The impact of the weakening economic environment was pronounced for both small and large exporters. The number of establishments exporting $25 million and over decreased 19.8%. This was the largest decrease for this class of exporters since 1996. In 2009, the decline in the number of establishments exporting less than $1 million continued for the fourth consecutive year, falling 5.9% from 2008. (Table 6-1).

Over three-quarters of all exporters in 2009 employed fewer than 50 employees. These exporters accounted for less than one-third of the total export value. In contrast, the exporters employing more than 200 employees represented only 5.8% of the exporter population, while their exports represented 44.2% of the total value of exports (Table 7-1 and Table 7-2).

In 2009, 63.9% of exporters employed fewer than 50 workers and exported less than $1 million in goods. This group accounted for only 1.6% of the total value of exports. The exporters who had over 200 employees and exported $25 million and over accounted for 1.3% of total exporters and represented 41.6% of the total value of exports (Table 7-1 and Table 7-2).

## Top four provinces account for the majority of exports

In 2009, most of the exporting establishments were located in Ontario (44.9%), Quebec (22.4%), British Columbia (13.4%) and Alberta (9.2%). Ontario accounted for the largest share of the value of exports at 37.7%, followed by Alberta at 23.3%, Quebec at 18.7% and British Columbia at 7.0% (Table 8-1 and Table 8-2).

Almost all the provinces faced a decline in the value of exports from 2008 to 2009. Ontario experienced a 24.3% decrease in the value of its exports to $123.9 billion. Alberta's value of exports decreased 37.3% to $76.7 billion. Prince Edward Island was the only province to experience any gains in export value, increasing 10.8% to $749 million (Table 8-2).

Alberta accounted for about one-tenth of total export value in 1999, and this share increased to close to one-fourth in 2009. Comparatively, Ontario's share of total export value decreased from approximately half in 1999 to just more than one-third in 2009 (Table 8-2).

## Number of new exporters at its lowest since 1997

The 2,103 new exporters in 2009 made up 4.4% of the total exporter population and accounted for $2.2 billion of export value. This was the lowest number of new exporters to enter the market since 1997. In 2009, exports exclusively to countries other than the United States accounted for 66.4% of the export value by new exporters. On the other hand, exports exclusively to the United States accounted for 30.7% of the export value by new exporters in 2009, compared with 70.7% in 1999 (Table 9-1 and Table 9-2).

The dominance of the manufacturing sector with respect to entrants to the export market had dissipated over the years. In 1997, about one-third of new exporters belonged to this sector; in 2009, this proportion had shrunk to approximately one-tenth (Table 10-1).

The business services sector had the largest number of new exporters, while the mining, oil, and gas extraction sector had the highest export value by new exporters at $674.0 million (Table 10-1 and Table 10-2).

## Methodology, data concepts and definitions

### Methodology

This section explains the basic methodology used to estimate the number of exporters by industry, exporter size, province of residence, destination and number of employees (for 2009 only). Essentially, there are two fundamental parts involved in this process: the data linkage process and the estimation of the unlinked documents.

### Data linkage process

Statistics Canada obtains trade data from two main sources: United States Customs documents and Canada Border Services Agency (CBSA) documents.

In 1990, a Memorandum of Understanding (MOU) was signed between Canada and the United States to exchange import data. Through this MOU, each country obtains a comprehensive list of exports to the other country. This is currently the largest source of export data in Canada. All remaining data on Canadian commodity exports destined for consumption in countries other than the United States are obtained from CBSA documents. The data from the two different sources are processed differently during the linkage process.

**Step 1. Validate the exporter.**

Each United States Customs document contains a vendor identification (ID) code. This code is constructed using the name and address of the Canadian exporter.

For each vendor ID code, it is necessary to:

- Standardize: Each initial vendor ID code is assigned two codes. The first is a revised/standardized municipality, based on the Statistics Canada (STC) municipality library. The second is a revised/standardized province code (two-digit STC numeric code); and

- Un-duplicate: Each initial vendor ID code (for a unique exporter and location) is linked to a single standard identification code for each vendor.

The duplication problem arises because the descriptive information (namely, vendor name and address) is not a standardized field on the United States Customs document.

For example, the municipality of "ST JOHNS" (as it is written in the STC municipality library) in Newfoundland (standardized province is 10) has been reported in a number of ways, including "Saint Johns", "St. Johns", "St. John's", "Saint John", "Saint Jean" and "St Jean", while the province has been reported as "Newfoundland", "Nfld", "Terre-Neuve", and "TN".

This makes any automated linkage exercise very difficult, because each different spelling or listing is considered a different item. So, an initial automated processing of the file is performed using the Postal Address Analysis System at Statistics Canada. This generalized application attempts to rearrange a freeform address into standardized positioned components.

Within each record, an exporter ID code is attached. Unlike documents for exports to the United States, the exporter ID code can come from various sources. The exporter ID can be a payroll deduction number, a Customs and Excise number or, since 1997, a business number (BN). However, in many cases, the exporter ID field is not completed. In such instances, a 'dummy' code is assigned, and then the name and address information is captured and stored. Each of the previously mentioned codes also has a repository of names and addresses.

For each exporter ID code, it is necessary to

- Standardize: Each initial exporter ID code is assigned a revised/standardized municipality, based on the STC municipality library, and a revised/standardized province (two-digit STC numeric code); and

- Un-duplicate: Each initial exporter ID code for a single exporter and location is linked to a unique revised exporter ID code.

As with exports to the United States, the present descriptive information (name and address) is not standardized. Again, an initial automated processing of the file is performed using the Postal Address Analysis System.

**Step 2: Link exports to countries other than the United States by Business Number**
Business numbers are obtained for exporters to countries other than the United States . The BN is used to link to the Business Register (BR) and obtain more information on the exporting entity such as North American Industry Classification System (NAICS) classification, the province of residence of the exporter, and the number of employees (current year only).

**Step 3: Link exports to United States destinations and countries other than the United States by name and address of the exporter.**
After the standardizing and unduplication processes are completed, it is then possible to aggregate exports by unique exporter at the location level.

This process delivers a concordance file containing many initial ID codes for United States and countries other than the United States destinations linked to one standardized exporter ID.

**Step 4: Link unduplicated exporter information.**
The final step is to ensure a proper linkage between the BR and the new file of exporters created for the Exporter Register Database.

Non-residents: Where feasible, exports by non-residents are allocated to their Canadian subsidiaries. When no Canadian subsidiary exists, non-residents are considered unlinked and Canadian exporters are estimated during the estimation process. For example, if a United States corporation is listed as the exporter of record on the Customs documentation for a given domestic export from Canada, then the corporation's Canadian subsidiary, not the United States establishment, will be linked as the exporter.

## Estimation of the unlinked portion

A relatively small but still significant portion of the documents was not successfully linked to the BR. Therefore, based on the linked portion alone, the number of exporters underestimates the true size of the exporting community. Moreover, the linked portion cannot provide consistent estimates when the linkage rate changes over time. This is the case for exports to countries other than the United States, where the proportion of unlinked documents shrank from an average of about 45% between 1993 and 1995 down to around 10% between 1996 and 2009. By contrast, coverage for United States destinations was high and relatively constant from 1993 to 2009.

The number of exporting establishments and the value of their exports were estimated for the unlinked portion, in order to provide a more complete and reliable picture of the exporting community.

The estimation methodology first uses the patterns of the linked portion to provide estimates for the unlinked portion, and then follows these steps:

**Step 1. Estimate the export value of the unlinked portion by NAICS industry, exporter size, employee class (for 2009 only), province and trading area.**
First for 1997 to 1999, the estimated total value of non-captured documents is distributed to commodities, provinces and destinations, for inclusion in the estimates as part of the unlinked portion. These non-captured documents show exports of less than $10,000 in value to destinations other than the United States. This is done using the distribution of the value observed in similar recorded transactions within the linked portion of exports to countries other than the United States. All documents were captured in 2009 regardless of destination or export value.

Second, the export value of the unlinked portion is distributed by NAICS industry, exporter size and employment (for 2009 only) based on observed patterns in the linked portion. For example, in the Fruit and other vegetable farms industry, if the export values of apples in documents of $30,000 to $100,000 has been equally reported by establishments of two sizes ($30,000 to $99,999 and $100,000 to $999,999) in the linked portion, then the value of the exported apples in an unlinked $50,000 document would be distributed equally between these two exporter sizes in this industry.

Third, the province of origin reported on the unlinked documents is used to approximate the province of residency of the exporters.

Fourth, the destination reported on the unlinked portion by NAICS industry, size and employee class (for 2009 only) is distributed to various trading area combinations based on the linked patterns. For example, exports to Japan of $30,000 to $100,000 from the Fruit and other vegetable farms industry would be equally distributed to 'Japan only' and 'Japan and Mexico', if this were the pattern observed in the linked portion. This is necessary because an exporter can export to multiple countries. Therefore, summing the number of exporters by destination will not yield the accurate number of exporters. The distribution by trading area combination tries to split exports by 'unique exporters', where the sum of exporters by these trading area combinations equals the total number of exporters.

**Step 2. Calculate the average exports per establishment for each industry, exporter size and employee class (for 2009 only) in the linked portion.** It is assumed that this average should be the same for a given industry, size and employee class (for 2009 only) across provinces and destinations. The geometric mean formula has been used because of the uneven distribution of exports by establishment. Namely, there is a much greater number of smaller exporting establishments than larger ones.

**Step 3. Estimate the number of exporters by NAICS industry, size, employee class (for 2009 only), province and destination.**
To obtain counts of exporting establishments, divide the exports (sorted by NAICS industry, size, and province and trading area combination, as well as by employee class for 2009 only), by the average export value per establishment and size.

Estimates of the population counts by destination are obtained by adding all the trading area combinations for each destination in which the unlinked portion is involved. For example, for Japan, to obtain the total number of unlinked exporters of size $30,000 to $100,000 for the Fruit and other vegetable farms industry, add the count of 'Japan only' plus 'Japan and Mexico;' for Mexico, add 'Mexico only' plus 'Japan and Mexico.' In this way, the exporter exporting to both Mexico and Japan is counted as exporting to both countries.

This methodology is applied at an aggregation level that balances homogeneity of the aggregates and reliability (minimum of observations). The most detailed level of industry classification available for establishments was the six-digit NAICS. To ensure a minimum number of exporters in the linked portion, establishments were aggregated to the four-digit NAICS level (or higher in some cases) to form 137 industry classes.

The exporter size, employment class (for 2009 only) and destination categories used in the tables of this publication were the same as those used for aggregation. The province and territory categories were used without aggregation. At this level of aggregation, estimated counts were rounded to the closest integer value.

In cases where unlinked documents did not have the corresponding patterns in the linked portion at the detailed level, the closest pattern available was used. For example, if the linked establishments did not export apples, then the exports of 'unlinked apples' was distributed according to the distribution of a more aggregated HS (Harmonized Description and Coding System) class for apples.

## Potential sources of error

The unique nature of the source data in the Exporter Register Database lends itself to unique potential sources of error. The following are the most prominent sources of error:

- Incorrect classification of commodities
- Incorrect identification of destination or origin (a trade misallocation - for example, some exports are reported as going to the United States, when in fact they are only traveling through the United States on their way to another country)
- Trade undercoverage (occurs when exporting establishments do not file export documents)

- Incorrect valuation of exports
- Data capture errors
- Incorrect data linkages (owing to clerical errors or poorly reported information).

### Data quality of unlinked establishments

There are two main sources of error to consider:

#### Biases

The main problem with these estimates relates to biases in the linked portion patterns. The most important bias stems from the assumption that the average export value per establishment is the same in both the linked and unlinked portions. This assumption means that the unlinked documents are not related to establishments already in the linked portion. However, an unknown proportion of unlinked documents are indeed related to linked establishments. This implies that the number of establishments corresponding to the unlinked portion is overestimated.

This overestimation is not believed to be too serious and is partially offset by a second source of bias. The larger establishments tend to be matched more effectively to the Business Register.

This increases the average exports per establishment in the linked portion, and thus creates a downward bias in the population estimates. This was more prevalent in the period 1993 to 1995 for low-value export documents to countries other than the United States.

#### Variance

If the observed exports per establishment in the linked portion vary a lot between establishments within the same group, the resulting estimates are likely to be less reliable. Therefore, the variance of the population estimates is directly related to the variance of the exports per establishment within establishment groupings. For 2009, the coefficient of variation of exports (after logarithmic transformation) by industry, exporter size, employee class, province and destination was less than 1% for 97% of the groups.

## Data concepts and definitions

### Statistical units of measure

Statistics Canada's Business Register is a central repository of information on businesses operating in Canada. It is used as the principal frame for most of Statistics Canada's economic statistical programs, including the Exporter Register Database. The BR provides consistent and standardized data at the establishment and enterprise levels for each year under consideration.

The standardized business classification model developed at Statistics Canada comprises a four level hierarchy of statistical entities:

- **Enterprise** — the top of the hierarchy, which is associated with a complete (consolidated) set of financial statements;
- **Company** — the level at which operating profit can be measured;
- **Establishment** — the level at which the accounting data required to measure production are available (principal inputs, revenues, wages, etc.); and
- **Location** — the bottom of the hierarchy, which requires only the number of employees for delineation.

The Exporter Register Database provides time-series statistics on exporting establishments and enterprises. Using the Business Register to link statistical entities through time is a complex task because of the frequency of re-organizations, mergers and takeovers, which often impact only the structure of the enterprise and leave the structure of the establishment unaffected. A new enterprise identifier is not always created when the structure of an enterprise changes. Therefore, the most recent structure is allocated throughout the period 1996 to 2009 in the Exporter Register Database.

### Coverage of the Exporter Register Database

Merchandise trade transactions for a given year include domestically produced exports as well as re-exports. Re-exports represent commodities imported to Canada and exported to another country without being materially transformed. This includes

foreign goods withdrawn for export from bonded customs warehouses. This definition does not apply to commodities of United States origin that return to the United States from Canada without being transformed. These goods are coded to HS 9904.00.

The Exporter Register Database includes only the value of domestically produced exports and covers more than 95% of these domestic exports. The remaining share not covered can be attributed to the following:

- **Very small exporters:** Establishments with annual exports of less than $30,000 during every year from 1996 to 2009 are outside the scope of the Exporter Register Database. It can be difficult to identify, track and classify small exporters by business frame because of the infrequency of their exports or the low quality of the source documents. Many of these exporters are unincorporated businesses, individuals or institutions whose export patterns are irregular and difficult to monitor. As a result, exporters with less than $30,000 in exports for every year from 1996 to 2009 are not included in the Exporter Register Database.

- **Special trade transactions:** Merchandise exports are a record of commodities that cross the border. Exporters range from large multinational corporations to individuals sending personal effects to another country. The objective of the Exporter Register Database is to identify Canadian establishments that export. Therefore it is important to remove all data unrelated to business activity. One way to do this is to eliminate all commodities that would most likely be exported by individuals for personal, non-business use. These commodities are mainly identified in Chapter 99 of the Harmonized Description and Coding System used by the International Trade.

- **Confidential transactions:** Transactions that are allocated to Chapter 99 are not included in the Exporter Register Database.

## Non-reported trade

Canadian export transactions valued at less than $2,000 to countries other than the United States are not required to be reported to Canada Border Services Agency (CBSA). Therefore, this information does not appear in Statistics Canada's export statistics, and as a result they do not appear on the Exporter Register Database.

## Existing dimensions of the Exporter Register Database

The Exporter Register Database currently disseminates data on the number of exporters and the value of exports by industry grouping, exporter size, province of residence, and destination of export. In this edition of the Register, exporters are also grouped by their employment size (for 2009 only). Multidimensional tables at aggregated levels are also available. Some descriptive background information on each of these dimensions follows.

- **Industrial classification:** The Exporter Register Database classifies exporters by the NAICS. The NAICS system is a comprehensive system encompassing all economic activities of the establishment under consideration.

- **Exporter size:** This variable refers to the value of an establishment's exports. Each exporting establishment has been assigned to a size class according to the value of its total domestic exports (and employment for 2009 only). This concept is a key variable in the analysis of the exporting community, given the high proportion of exports by a small proportion of exporters.

- **Employment size:** The number of exporting establishments and the value of their exports are also grouped according to employment counts for 2009 only.

- **Province of residence:** The term 'province of residence' represents the province/territory where the exporting establishment is located. 'Province of origin' represents the province/territory where the commodities under consideration are grown, extracted, processed or manufactured.

  Statistics Canada's International Trade Division reports merchandise trade statistics by province of origin. The Exporter Register Database reports exports by province of residence of the exporting establishment. By identifying the exporter, com-

modities are classified according to the residence of the exporter, rather than the origin of the manufacturer or producer. This is important because manufacturing a commodity is a different activity than exporting one.

For example, suppose a commodity is manufactured in Ontario and exported by an establishment located in Nova Scotia. Ontario would be the province of origin reported on the Customs document, despite the fact that the exporter resides in Nova Scotia. The exporter's province of residence is obtained from the Customs document. Often, the same establishment performs the production and exporting activities. However when these activities are separated and located in different provinces/ territories, the province of origin and province of residence do not coincide.

- **Destination:** The destination countries or states (of the United States) indicated on Customs documents are used to allocate an establishment's exports. Specific destinations were aggregated to five United States regions and to five country groupings. These groupings are further aggregated to United States, countries other than the United States, United States only, countries other than the United States only, both United States and other countries, and a total of all countries. The detailed break-downs of each of these destination groupings are listed as the follows:

  **United States Groupings:**

  - **Eastern Seaboard:** Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia

  - **Industrial Heartland:** Illinois, Indiana, Kentucky, Michigan, Ohio, Wisconsin

  - **Midwest:** Colorado, Idaho, Iowa, Kansas, Minnesota, Missouri, Montana, North Dakota, Nebraska, New Mexico, Oklahoma, South Dakota, Texas, Utah, Wyoming

  - **Southeast:** Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Puerto Rico, South Carolina, Tennessee, U.S. Virgin Islands

  - **West:** Arizona, Alaska, California, Hawaii, Oregon, Nevada, Washington

  **Countries other than the United States Grouping:**

  - **European Union:** Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, and United Kingdom.

  - **South America:** Argentina, Bolivia, Brazil, Chile, Columbia, Ecuador, Falkland Islands, Guyana, Peru, Paraguay, Suriname, Uruguay, Venezuela

  - **Other:** This group includes all countries and territories other than the European Union, Japan, Mexico, South America and the United States.

## Data tables

**Table 1-1 Number of exporting establishments, by North American Industry Classification System (NAICS)**

| | Agriculture, Forestry, Fishing and Hunting | Mining, Oil and Gas Extraction | Utilities | Construction | Manufacturing | Wholesale Trade | Retail Trade |
|---|---|---|---|---|---|---|---|
| | | | | number | | | |
| 2009 | 2,387 | 510 | 69 | 1,489 | 19,529 | 10,312 | 2,269 |
| 2008 | 2,687 | 796 | 74 | 1,687 | 20,970 | 11,310 | 2,306 |
| 2007 | 2,542 | 640 | 67 | 1,775 | 21,514 | 11,486 | 2,420 |
| 2006 | 2,441 | 580 | 80 | 1,774 | 21,999 | 11,719 | 2,533 |
| 2005 | 2,506 | 551 | 70 | 1,793 | 21,981 | 11,946 | 2,687 |
| 2004 | 2,554 | 505 | 64 | 1,737 | 21,739 | 11,831 | 2,743 |
| 2003 | 2,499 | 500 | 58 | 1,602 | 21,593 | 11,614 | 2,557 |
| 2002 | 2,653 | 462 | 66 | 1,497 | 21,309 | 11,272 | 2,721 |
| 2001 | 2,584 | 489 | 54 | 1,355 | 20,700 | 11,016 | 2,451 |
| 2000 | 2,518 | 433 | 58 | 1,258 | 20,408 | 10,760 | 2,302 |
| 1999 | 2,295 | 394 | 50 | 1,170 | 19,761 | 10,615 | 2,206 |
| 1998 | 2,289 | 384 | 56 | 971 | 19,128 | 10,289 | 1,832 |
| 1997 | 2,155 | 404 | 51 | 929 | 18,585 | 10,234 | 1,657 |
| 1996 | 2,080 | 380 | 46 | 860 | 17,689 | 9,798 | 1,661 |

**Table 1-1 Number of exporting establishments, by North American Industry Classification System (NAICS)** (continued)

| | Transportation and Warehousing | Information and Cultural Industries | Finance and Insurance | Business Services[1] | Other[2] | Total |
|---|---|---|---|---|---|---|
| | | | | number | | |
| 2009 | 1,806 | 590 | 1,543 | 4,794 | 2,339 | **47,637** |
| 2008 | 1,921 | 548 | 1,627 | 5,316 | 2,406 | **51,648** |
| 2007 | 2,008 | 597 | 1,705 | 5,304 | 2,482 | **52,540** |
| 2006 | 2,270 | 609 | 1,720 | 5,257 | 2,507 | **53,489** |
| 2005 | 2,018 | 656 | 1,703 | 5,167 | 2,481 | **53,559** |
| 2004 | 2,006 | 654 | 1,637 | 5,075 | 2,365 | **52,910** |
| 2003 | 1,699 | 614 | 1,430 | 4,516 | 1,961 | **50,643** |
| 2002 | 1,689 | 591 | 1,306 | 4,150 | 1,767 | **49,483** |
| 2001 | 1,659 | 595 | 1,235 | 3,905 | 1,625 | **47,668** |
| 2000 | 1,647 | 608 | 1,196 | 3,714 | 1,489 | **46,391** |
| 1999 | 1,532 | 571 | 1,107 | 3,483 | 1,359 | **44,543** |
| 1998 | 1,541 | 547 | 1,023 | 3,274 | 1,219 | **42,553** |
| 1997 | 1,301 | 547 | 1,041 | 3,154 | 1,139 | **41,197** |
| 1996 | 1,256 | 517 | 927 | 2,859 | 1,081 | **39,154** |

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; and Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 1-2 Value of domestic exports, by North American Industry Classification System (NAICS)**

| | Agriculture, Forestry, Fishing and Hunting | Mining, Oil and Gas Extraction | Utilities | Construction | Manufacturing | Wholesale Trade | Retail Trade |
|---|---|---|---|---|---|---|---|
| | | | | millions of dollars | | | |
| 2009 | 3,881 | 27,447 | 13,963 | 1,618 | 171,997 | 45,487 | 3,568 |
| 2008 | 4,438 | 38,690 | 17,234 | 1,673 | 225,027 | 64,649 | 5,823 |
| 2007 | 4,473 | 34,147 | 6,556 | 1,922 | 235,566 | 54,309 | 3,396 |
| 2006 | 4,430 | 31,873 | 4,916 | 1,747 | 236,892 | 50,309 | 2,331 |
| 2005 | 4,523 | 26,906 | 4,725 | 2,261 | 234,231 | 49,661 | 1,994 |
| 2004 | 4,245 | 22,412 | 2,818 | 1,634 | 234,290 | 49,144 | 1,545 |
| 2003 | 4,376 | 17,764 | 2,947 | 1,699 | 216,552 | 44,561 | 1,558 |
| 2002 | 5,333 | 15,653 | 3,946 | 1,376 | 241,029 | 38,832 | 2,014 |
| 2001 | 4,606 | 14,211 | 6,663 | 1,066 | 233,097 | 44,879 | 1,943 |
| 2000 | 4,434 | 15,032 | 9,182 | 802 | 248,641 | 42,028 | 1,639 |
| 1999 | 3,800 | 9,756 | 5,546 | 620 | 223,647 | 37,590 | 1,456 |
| 1998 | 3,689 | 9,547 | 4,656 | 525 | 196,870 | 38,143 | 1,111 |
| 1997 | 3,739 | 11,316 | 5,695 | 436 | 176,948 | 40,441 | 945 |
| 1996 | 3,557 | 11,061 | 5,656 | 459 | 161,631 | 36,305 | 944 |

**Table 1-2 Value of domestic exports, by North American Industry Classification System (NAICS)** (continued)

| | Transportation and Warehousing | Information and Cultural Industries | Finance and Insurance | Business Services[1] | Other[2] | Total |
|---|---|---|---|---|---|---|
| | | | millions of dollars | | | |
| 2009 | 20,642 | 509 | 10,571 | 25,668 | 3,767 | **329,120** |
| 2008 | 34,589 | 670 | 19,395 | 33,303 | 3,325 | **448,815** |
| 2007 | 15,584 | 621 | 29,657 | 25,166 | 2,286 | **413,683** |
| 2006 | 15,382 | 594 | 28,871 | 24,904 | 2,094 | **404,344** |
| 2005 | 19,164 | 692 | 31,121 | 24,368 | 1,862 | **401,508** |
| 2004 | 15,989 | 785 | 23,985 | 19,944 | 1,705 | **378,497** |
| 2003 | 16,115 | 682 | 21,636 | 18,232 | 2,006 | **348,129** |
| 2002 | 11,279 | 652 | 17,632 | 19,270 | 2,132 | **359,148** |
| 2001 | 15,566 | 707 | 23,137 | 18,696 | 2,669 | **367,239** |
| 2000 | 12,671 | 636 | 20,612 | 20,253 | 2,425 | **378,357** |
| 1999 | 8,353 | 617 | 13,291 | 18,816 | 2,273 | **325,766** |
| 1998 | 5,733 | 578 | 12,759 | 18,394 | 1,880 | **293,885** |
| 1997 | 6,579 | 427 | 12,234 | 18,198 | 2,004 | **278,960** |
| 1996 | 5,747 | 546 | 11,286 | 17,677 | 2,292 | **257,159** |

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

**Note:** Due to rounding, components may not add to the total.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 2-1 Number of exporting establishments in the manufacturing sector by sub-sector**

| | Food | Beverage and Tobacco | Textile Mills | Textile Product Mills | Clothing | Leather and Allied Products | Wood Products | Paper |
|---|---|---|---|---|---|---|---|---|
| | | | | number | | | | |
| 2009 | 1,363 | 126 | 210 | 238 | 691 | 118 | 1,014 | 501 |
| 2008 | 1,455 | 129 | 226 | 281 | 788 | 124 | 1,143 | 590 |
| 2007 | 1,470 | 141 | 245 | 277 | 892 | 129 | 1,261 | 585 |
| 2006 | 1,522 | 149 | 260 | 293 | 968 | 129 | 1,332 | 587 |
| 2005 | 1,526 | 149 | 264 | 293 | 900 | 137 | 1,398 | 579 |
| 2004 | 1,534 | 153 | 273 | 286 | 808 | 133 | 1,404 | 609 |
| 2003 | 1,529 | 151 | 262 | 292 | 866 | 138 | 1,447 | 592 |
| 2002 | 1,520 | 154 | 278 | 289 | 880 | 139 | 1,452 | 598 |
| 2001 | 1,493 | 134 | 260 | 291 | 888 | 146 | 1,411 | 592 |
| 2000 | 1,489 | 132 | 269 | 284 | 886 | 149 | 1,412 | 576 |
| 1999 | 1,446 | 130 | 258 | 280 | 880 | 156 | 1,366 | 560 |
| 1998 | 1,437 | 137 | 248 | 266 | 837 | 164 | 1,289 | 553 |
| 1997 | 1,448 | 140 | 237 | 248 | 804 | 152 | 1,281 | 527 |
| 1996 | 1,356 | 127 | 223 | 240 | 757 | 146 | 1,228 | 517 |

**Table 2-1 Number of exporting establishments in the manufacturing sector by sub-sector** (continued)

| | Printing and Related Support Activities | Petroleum and Coal Products | Chemical | Plastic and Rubber Products | Non-Metallic Mineral Products | Primary Metal | Fabricated Metal Products |
|---|---|---|---|---|---|---|---|
| | | | | number | | | |
| 2009 | 678 | 107 | 1,176 | 1,548 | 490 | 428 | 2,583 |
| 2008 | 759 | 184 | 1,259 | 1,707 | 560 | 447 | 2,789 |
| 2007 | 812 | 141 | 1,229 | 1,619 | 607 | 436 | 2,858 |
| 2006 | 822 | 151 | 1,212 | 1,693 | 622 | 428 | 2,837 |
| 2005 | 863 | 155 | 1,201 | 1,691 | 590 | 435 | 2,840 |
| 2004 | 863 | 138 | 1,171 | 1,664 | 604 | 440 | 2,789 |
| 2003 | 859 | 118 | 1,147 | 1,680 | 581 | 432 | 2,780 |
| 2002 | 855 | 109 | 1,098 | 1,635 | 595 | 439 | 2,712 |
| 2001 | 821 | 109 | 1,089 | 1,598 | 583 | 414 | 2,652 |
| 2000 | 781 | 104 | 1,082 | 1,561 | 573 | 417 | 2,606 |
| 1999 | 762 | 98 | 1,067 | 1,496 | 552 | 398 | 2,525 |
| 1998 | 715 | 96 | 1,038 | 1,472 | 540 | 404 | 2,433 |
| 1997 | 712 | 95 | 1,015 | 1,406 | 514 | 401 | 2,339 |
| 1996 | 660 | 100 | 963 | 1,332 | 498 | 386 | 2,215 |

**Table 2-1 Number of exporting establishments in the manufacturing sector by sub-sector** (continued)

| | Machinery | Computer and Electronic Products | Electrical Equipment Appliance and Component | Trans-portation Equipment | Furniture and Related Products | Miscellaneous Manufacturing | Manufacturing Industry Total |
|---|---|---|---|---|---|---|---|
| | | | | number | | | |
| 2009 | 2,886 | 1,236 | 640 | 1,373 | 845 | 1,278 | **19,529** |
| 2008 | 2,984 | 1,307 | 683 | 1,269 | 952 | 1,334 | **20,970** |
| 2007 | 3,060 | 1,315 | 697 | 1,328 | 1,028 | 1,384 | **21,514** |
| 2006 | 3,087 | 1,361 | 697 | 1,347 | 1,091 | 1,411 | **21,999** |
| 2005 | 3,029 | 1,393 | 676 | 1,331 | 1,138 | 1,393 | **21,981** |
| 2004 | 2,942 | 1,337 | 683 | 1,334 | 1,177 | 1,397 | **21,739** |
| 2003 | 2,864 | 1,309 | 676 | 1,322 | 1,205 | 1,343 | **21,593** |
| 2002 | 2,786 | 1,316 | 667 | 1,266 | 1,206 | 1,315 | **21,309** |
| 2001 | 2,691 | 1,234 | 682 | 1,224 | 1,183 | 1,205 | **20,700** |
| 2000 | 2,655 | 1,211 | 637 | 1,214 | 1,155 | 1,215 | **20,408** |
| 1999 | 2,593 | 1,206 | 621 | 1,147 | 1,093 | 1,127 | **19,761** |
| 1998 | 2,518 | 1,164 | 601 | 1,110 | 1,028 | 1,078 | **19,128** |
| 1997 | 2,455 | 1,142 | 584 | 1,076 | 946 | 1,063 | **18,585** |
| 1996 | 2,359 | 1,090 | 561 | 1,054 | 887 | 990 | **17,689** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 2-2 Value of domestic exports of the manufacturing sector by sub-sector**

| | Food | Beverage and Tobacco | Textile Mills | Textile Product Mills | Clothing | Leather and Allied Products | Wood Products | Paper |
|---|---|---|---|---|---|---|---|---|
| | | | | millions of dollars | | | | |
| 2009 | 12,229 | 751 | 715 | 423 | 537 | 55 | 4,535 | 11,225 |
| 2008 | 13,264 | 838 | 877 | 565 | 698 | 82 | 6,253 | 13,918 |
| 2007 | 11,568 | 891 | 1,023 | 669 | 955 | 91 | 8,864 | 13,925 |
| 2006 | 11,257 | 919 | 1,229 | 791 | 1,200 | 108 | 11,261 | 14,997 |
| 2005 | 11,877 | 913 | 1,518 | 881 | 1,324 | 123 | 12,625 | 14,879 |
| 2004 | 12,252 | 1,112 | 1,645 | 790 | 1,653 | 130 | 14,909 | 15,760 |
| 2003 | 11,096 | 1,212 | 1,729 | 753 | 1,810 | 135 | 12,505 | 15,607 |
| 2002 | 11,595 | 1,284 | 1,861 | 834 | 2,003 | 169 | 12,770 | 17,499 |
| 2001 | 11,065 | 1,436 | 1,934 | 709 | 2,010 | 195 | 12,906 | 18,873 |
| 2000 | 9,902 | 1,290 | 1,803 | 711 | 2,213 | 188 | 12,809 | 19,543 |
| 1999 | 9,110 | 1,370 | 1,671 | 663 | 2,101 | 210 | 11,955 | 17,155 |
| 1998 | 8,366 | 1,343 | 1,591 | 556 | 1,976 | 233 | 10,573 | 15,414 |
| 1997 | 7,651 | 1,234 | 1,440 | 459 | 1,602 | 246 | 10,171 | 14,123 |
| 1996 | 6,428 | 1,147 | 1,172 | 468 | 1,297 | 226 | 9,404 | 14,623 |

**Table 2-2 Value of domestic exports of the manufacturing sector by sub-sector** (continued)

| | Printing and Related Support Activities | Petroleum and Coal Products | Chemical | Plastic and Rubber Products | Non-Metallic Mineral Products | Primary Metal | Fabricated Metal Products |
|---|---|---|---|---|---|---|---|
| | | | | millions of dollars | | | |
| 2009 | 990 | 6,754 | 17,137 | 7,377 | 1,284 | 20,957 | 6,556 |
| 2008 | 1,179 | 13,500 | 20,898 | 8,802 | 1,831 | 31,532 | 8,409 |
| 2007 | 1,278 | 10,032 | 20,120 | 9,867 | 2,015 | 32,917 | 8,615 |
| 2006 | 1,401 | 9,247 | 18,301 | 10,817 | 2,224 | 28,004 | 8,681 |
| 2005 | 1,552 | 8,640 | 16,434 | 10,981 | 2,085 | 23,097 | 8,770 |
| 2004 | 1,572 | 6,893 | 15,488 | 10,974 | 2,169 | 20,725 | 8,733 |
| 2003 | 1,774 | 4,767 | 13,097 | 10,855 | 2,120 | 15,817 | 8,532 |
| 2002 | 1,911 | 3,912 | 12,896 | 11,161 | 2,240 | 17,012 | 9,333 |
| 2001 | 1,795 | 3,941 | 12,633 | 9,782 | 2,303 | 15,756 | 8,897 |
| 2000 | 1,664 | 3,282 | 12,211 | 9,314 | 2,319 | 16,243 | 8,806 |
| 1999 | 1,448 | 2,235 | 10,205 | 8,360 | 2,338 | 15,347 | 8,171 |
| 1998 | 1,269 | 1,824 | 9,316 | 7,480 | 2,150 | 15,828 | 7,425 |
| 1997 | 1,057 | 2,362 | 8,874 | 6,535 | 2,008 | 15,208 | 6,470 |
| 1996 | 937 | 2,879 | 7,591 | 5,782 | 1,817 | 14,260 | 6,080 |

**Table 2-2 Value of domestic exports of the manufacturing sector by sub-sector** (continued)

| | Machinery | Computer and Electronic Products | Electrical Equipment Appliance and Component | Trans-portation Equipment | Furniture and Related Products | Miscellaneous Manufacturing | Manufacturing Industry Total |
|---|---|---|---|---|---|---|---|
| | | | | millions of dollars | | | |
| 2009 | 13,936 | 8,489 | 2,938 | 47,734 | 2,162 | 5,210 | **171,997** |
| 2008 | 18,850 | 10,397 | 3,777 | 61,509 | 2,998 | 4,851 | **225,027** |
| 2007 | 16,649 | 9,999 | 3,755 | 74,687 | 3,412 | 4,232 | **235,566** |
| 2006 | 16,258 | 10,687 | 3,957 | 77,601 | 3,778 | 4,176 | **236,892** |
| 2005 | 14,771 | 11,033 | 3,590 | 81,662 | 4,065 | 3,408 | **234,231** |
| 2004 | 12,843 | 11,681 | 3,431 | 83,589 | 4,337 | 3,605 | **234,290** |
| 2003 | 11,859 | 10,622 | 3,202 | 81,273 | 4,511 | 3,274 | **216,552** |
| 2002 | 13,116 | 12,358 | 3,751 | 96,898 | 4,990 | 3,439 | **241,029** |
| 2001 | 12,833 | 14,918 | 5,063 | 88,292 | 4,943 | 2,813 | **233,097** |
| 2000 | 12,708 | 25,176 | 6,153 | 93,278 | 5,123 | 3,901 | **248,641** |
| 1999 | 11,206 | 15,616 | 4,685 | 92,665 | 4,443 | 2,692 | **223,647** |
| 1998 | 10,902 | 12,307 | 3,673 | 77,990 | 3,719 | 2,928 | **196,870** |
| 1997 | 9,244 | 10,701 | 3,172 | 68,914 | 2,872 | 2,601 | **176,948** |
| 1996 | 8,143 | 9,555 | 2,672 | 62,582 | 2,319 | 2,246 | **161,631** |

**Note:** Due to rounding, components may not add to the total.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 3-1 Number of exporting establishments, by export destination**

| | United States only | Countries other than the United States only | Both United States and Non-United States | Total |
|---|---|---|---|---|
| | | number | | |
| 2009 | 26,950 | 9,845 | 10,842 | **47,637** |
| 2008 | 29,507 | 10,427 | 11,714 | **51,648** |
| 2007 | 30,806 | 10,058 | 11,676 | **52,540** |
| 2006 | 32,046 | 9,764 | 11,679 | **53,489** |
| 2005 | 31,851 | 9,933 | 11,775 | **53,559** |
| 2004 | 32,047 | 9,565 | 11,298 | **52,910** |
| 2003 | 32,452 | 7,830 | 10,361 | **50,643** |
| 2002 | 34,472 | 6,329 | 8,682 | **49,483** |
| 2001 | 34,081 | 5,607 | 7,980 | **47,668** |
| 2000 | 33,498 | 5,343 | 7,550 | **46,391** |
| 1999 | 31,374 | 5,489 | 7,680 | **44,543** |
| 1998 | 29,181 | 5,689 | 7,683 | **42,553** |
| 1997 | 27,487 | 5,789 | 7,921 | **41,197** |
| 1996 | 24,366 | 6,020 | 8,768 | **39,154** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 3-2 Value of domestic exports by export destination**

| | United States only | Countries other than the Unites States only | Both United States and other countries | Exporter Register Total | Published Total[1] |
|---|---|---|---|---|---|
| | | | millions of dollars | | |
| 2009 | 156,444 | 38,090 | 134,586 | **329,120** | **334,560** |
| 2008 | 220,437 | 44,333 | 184,045 | **448,815** | **455,337** |
| 2007 | 188,555 | 29,633 | 195,494 | **413,683** | **419,944** |
| 2006 | 187,306 | 28,169 | 188,869 | **404,344** | **411,493** |
| 2005 | 164,065 | 21,142 | 216,302 | **401,508** | **408,550** |
| 2004 | 176,886 | 17,726 | 183,886 | **378,497** | **385,526** |
| 2003 | 162,028 | 13,483 | 172,617 | **348,129** | **354,395** |
| 2002 | 163,186 | 14,282 | 181,681 | **359,148** | **365,295** |
| 2001 | 187,418 | 14,531 | 165,290 | **367,239** | **375,230** |
| 2000 | 172,816 | 14,625 | 190,916 | **378,357** | **385,679** |
| 1999 | 149,323 | 15,167 | 161,276 | **325,766** | **331,749** |
| 1998 | 131,452 | 17,763 | 144,670 | **293,885** | **297,481** |
| 1997 | 133,260 | 21,034 | 124,667 | **278,960** | **280,031** |
| 1996 | 111,870 | 15,950 | 129,339 | **257,159** | **259,295** |

1. Statistics Canada, International Trade Division, Canadian International Merchandise Trade, CANSIM table 228-0034.
**Note:** The categories United States only; Countries other than United States only; and Both United States and other countries will add up to the Exporter Register Database total. Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 4-1 Number of exporting establishments by export destination, the United States**

| | Eastern Seaboard | Industrial Heartland | Midwest | Southeast | West | Total |
|---|---|---|---|---|---|---|
| | | | number | | | |
| 2009 | 23,956 | 19,935 | 19,559 | 15,535 | 17,556 | **37,792** |
| 2008 | 26,170 | 21,671 | 21,583 | 16,996 | 19,563 | **41,221** |
| 2007 | 26,982 | 22,059 | 21,741 | 17,555 | 20,356 | **42,482** |
| 2006 | 27,728 | 22,735 | 21,946 | 18,034 | 21,018 | **43,725** |
| 2005 | 27,680 | 22,444 | 21,503 | 17,926 | 20,807 | **43,626** |
| 2004 | 27,580 | 22,497 | 21,175 | 17,518 | 20,422 | **43,345** |
| 2003 | 27,276 | 22,040 | 20,685 | 17,077 | 20,088 | **42,813** |
| 2002 | 27,251 | 21,863 | 20,604 | 16,618 | 20,013 | **43,154** |
| 2001 | 26,489 | 21,253 | 19,908 | 16,236 | 19,447 | **42,061** |
| 2000 | 26,282 | 20,853 | 19,408 | 15,936 | 19,194 | **41,048** |
| 1999 | 25,325 | 19,908 | 18,397 | 15,211 | 18,109 | **39,054** |
| 1998 | 24,099 | 19,075 | 17,680 | 14,501 | 17,182 | **36,864** |
| 1997 | 23,253 | 18,352 | 16,719 | 13,883 | 16,315 | **35,408** |
| 1996 | 21,618 | 16,906 | 15,395 | 12,729 | 15,101 | **33,134** |

**Note:** The categories Eastern Seaboard, Industrial Heartland, Midwest, Southeast and West will not add up to the United States total because an exporter can be included in multiple destinations.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 4-2 Value of domestic exports by export destination, the United States**

| | Eastern Seaboard | Industrial Heartland | Midwest | Southeast | West | Total |
|---|---|---|---|---|---|---|
| | | | millions of dollars | | | |
| 2009 | 65,380 | 82,094 | 42,773 | 19,862 | 35,924 | **246,033** |
| 2008 | 91,883 | 121,266 | 61,205 | 26,350 | 46,202 | **346,906** |
| 2007 | 83,680 | 118,670 | 53,649 | 26,142 | 45,276 | **327,418** |
| 2006 | 84,762 | 120,360 | 52,198 | 27,258 | 45,518 | **330,096** |
| 2005 | 87,556 | 121,901 | 51,638 | 27,975 | 48,028 | **337,098** |
| 2004 | 81,321 | 121,147 | 46,137 | 25,483 | 46,157 | **320,246** |
| 2003 | 75,633 | 115,537 | 42,286 | 22,543 | 42,934 | **298,934** |
| 2002 | 78,408 | 122,691 | 43,823 | 23,923 | 43,446 | **312,292** |
| 2001 | 83,446 | 119,508 | 42,588 | 23,858 | 49,691 | **319,092** |
| 2000 | 92,307 | 121,987 | 44,392 | 23,746 | 45,698 | **328,127** |
| 1999 | 82,059 | 108,045 | 33,736 | 20,088 | 38,301 | **282,230** |
| 1998 | 72,484 | 96,505 | 30,828 | 17,587 | 30,157 | **247,561** |
| 1997 | 63,046 | 94,029 | 30,591 | 15,036 | 24,257 | **226,960** |
| 1996 | 56,320 | 88,733 | 28,203 | 13,530 | 19,863 | **206,648** |

**Note:** Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 5-1 Number of exporting establishments by export destination, countries other than the United States**

| | European Union | Japan | Mexico | South America | Other | Total |
|---|---|---|---|---|---|---|
| | | | number | | | |
| 2009 | 10,812 | 2,985 | 2,239 | 3,850 | 15,877 | **20,687** |
| 2008 | 12,076 | 3,208 | 2,352 | 4,317 | 16,717 | **22,141** |
| 2007 | 11,711 | 3,313 | 2,242 | 3,913 | 16,240 | **21,734** |
| 2006 | 11,516 | 3,369 | 2,163 | 3,638 | 15,969 | **21,443** |
| 2005 | 11,842 | 3,540 | 2,062 | 3,557 | 16,076 | **21,708** |
| 2004 | 11,236 | 3,395 | 1,771 | 3,253 | 14,942 | **20,863** |
| 2003 | 9,983 | 3,126 | 1,531 | 2,616 | 12,687 | **18,191** |
| 2002 | 8,016 | 2,553 | 1,131 | 2,019 | 10,003 | **15,011** |
| 2001 | 7,329 | 2,376 | 847 | 2,002 | 8,784 | **13,587** |
| 2000 | 6,847 | 2,267 | 739 | 1,863 | 8,062 | **12,893** |
| 1999 | 7,129 | 2,272 | 698 | 1,934 | 8,276 | **13,169** |
| 1998 | 7,210 | 2,401 | 625 | 2,219 | 8,426 | **13,372** |
| 1997 | 7,014 | 2,577 | 582 | 2,108 | 9,001 | **13,710** |
| 1996 | 8,154 | 2,750 | 736 | 2,208 | 9,899 | **14,788** |

**Note:** The categories European Union, Japan, Mexico, South America and Other will not add up to the Total because an exporter can be included in multiple destinations.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 5-2 Value of domestic exports by export destination, countries other than the United States**

| | European Union | Japan | Mexico | South America | Other | Total |
|---|---|---|---|---|---|---|
| | | | millions of dollars | | | |
| 2009 | 27,438 | 8,102 | 3,831 | 4,051 | 39,665 | **83,087** |
| 2008 | 33,801 | 11,002 | 5,161 | 5,691 | 46,254 | **101,909** |
| 2007 | 31,179 | 8,930 | 4,285 | 4,071 | 37,801 | **86,265** |
| 2006 | 25,862 | 9,294 | 4,038 | 3,459 | 31,594 | **74,248** |
| 2005 | 22,242 | 8,959 | 3,083 | 2,967 | 27,159 | **64,409** |
| 2004 | 20,271 | 8,404 | 2,851 | 2,586 | 24,138 | **58,252** |
| 2003 | 17,967 | 7,925 | 2,144 | 2,049 | 19,110 | **49,195** |
| 2002 | 16,362 | 8,190 | 2,258 | 2,103 | 17,944 | **46,857** |
| 2001 | 17,415 | 8,067 | 2,333 | 2,594 | 17,740 | **48,149** |
| 2000 | 18,441 | 8,955 | 1,917 | 2,775 | 18,141 | **50,229** |
| 1999 | 15,291 | 8,299 | 1,534 | 2,398 | 16,013 | **43,536** |
| 1998 | 15,794 | 8,610 | 1,394 | 3,236 | 17,289 | **46,324** |
| 1997 | 15,101 | 11,149 | 1,224 | 3,761 | 20,765 | **52,001** |
| 1996 | 15,393 | 11,149 | 1,214 | 3,152 | 19,604 | **50,511** |

**Note:** Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 6-1 Number of exporting establishments, by exporter size**

| | Less than $999,999 | $1,000,000 to $24,999,999 | $25,000,000 and over | Total |
|---|---|---|---|---|
| | | number | | |
| 2009 | 36,248 | 9,913 | 1,476 | **47,637** |
| 2008 | 38,501 | 11,306 | 1,841 | **51,648** |
| 2007 | 39,558 | 11,146 | 1,836 | **52,540** |
| 2006 | 40,421 | 11,213 | 1,855 | **53,489** |
| 2005 | 40,494 | 11,256 | 1,809 | **53,559** |
| 2004 | 40,113 | 11,037 | 1,760 | **52,910** |
| 2003 | 38,183 | 10,794 | 1,666 | **50,643** |
| 2002 | 36,789 | 10,933 | 1,761 | **49,483** |
| 2001 | 35,275 | 10,679 | 1,714 | **47,668** |
| 2000 | 34,282 | 10,430 | 1,679 | **46,391** |
| 1999 | 33,050 | 9,908 | 1,585 | **44,543** |
| 1998 | 31,608 | 9,425 | 1,520 | **42,553** |
| 1997 | 30,958 | 8,856 | 1,383 | **41,197** |
| 1996 | 29,671 | 8,191 | 1,292 | **39,154** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 6-2 Value of domestic exports, by exporter size**

| | Less than $999,999 | $1,000,000 to $24,999,999 | $25,000,000 and over | Total |
|---|---|---|---|---|
| | | millions of dollars | | |
| 2009 | 6,455 | 53,177 | 269,487 | **329,120** |
| 2008 | 6,850 | 60,441 | 381,526 | **448,815** |
| 2007 | 6,779 | 60,987 | 345,917 | **413,683** |
| 2006 | 6,812 | 60,964 | 336,567 | **404,344** |
| 2005 | 6,838 | 61,586 | 333,083 | **401,508** |
| 2004 | 6,759 | 60,130 | 311,609 | **378,497** |
| 2003 | 6,536 | 58,055 | 283,536 | **348,129** |
| 2002 | 6,570 | 59,465 | 293,114 | **359,148** |
| 2001 | 6,330 | 59,007 | 301,901 | **367,239** |
| 2000 | 6,201 | 57,351 | 314,805 | **378,357** |
| 1999 | 6,068 | 53,607 | 266,094 | **325,766** |
| 1998 | 5,822 | 50,352 | 237,712 | **293,885** |
| 1997 | 5,517 | 47,594 | 225,850 | **278,960** |
| 1996 | 5,233 | 44,066 | 207,860 | **257,159** |

**Note:** Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 7-1 Number of exporting establishments by employee class and exporter size, 2009**

| | Less than 50 | 50 to 99 | 100 to 199 | 200 and over | Total |
|---|---|---|---|---|---|
| | | | number | | |
| Less than $999,999 | 30,426 | 3,032 | 1,591 | 1,199 | **36,248** |
| $1,000,000 to $24,999,999 | 5,728 | 1,902 | 1,309 | 974 | **9,913** |
| $25,000,000 and Over | 431 | 191 | 251 | 603 | **1,476** |
| **Total** | **36,585** | **5,125** | **3,151** | **2,776** | **47,637** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 7-2 Value of domestic exports by employee class and exporter size, 2009**

| | Less than 50 | 50 to 99 | 100 to 199 | 200 and over | Total |
|---|---|---|---|---|---|
| | | | millions of dollars | | |
| Less than $999,999 | 5,172 | 694 | 342 | 247 | **6,455** |
| $1,000,000 to $24,999,999 | 24,021 | 10,869 | 9,721 | 8,566 | **53,177** |
| $25,000,000 and Over | 70,954 | 35,695 | 26,084 | 136,754 | **269,487** |
| **Total** | **100,147** | **47,258** | **36,147** | **145,567** | **329,119** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 8-1 Number of exporting establishments, by province of residence**

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario |
|---|---|---|---|---|---|---|
| | | | | number | | |
| 2009 | 307 | 203 | 851 | 728 | 10,681 | 21,400 |
| 2008 | 484 | 193 | 919 | 912 | 11,291 | 23,298 |
| 2007 | 343 | 183 | 979 | 904 | 11,532 | 23,752 |
| 2006 | 309 | 177 | 1,003 | 881 | 11,884 | 24,416 |
| 2005 | 324 | 185 | 1,038 | 927 | 11,773 | 24,093 |
| 2004 | 310 | 173 | 1,066 | 904 | 11,530 | 23,938 |
| 2003 | 294 | 158 | 993 | 881 | 11,095 | 22,806 |
| 2002 | 257 | 165 | 1,006 | 927 | 10,577 | 22,175 |
| 2001 | 244 | 159 | 958 | 918 | 10,356 | 21,170 |
| 2000 | 228 | 163 | 958 | 861 | 10,114 | 20,859 |
| 1999 | 223 | 163 | 941 | 843 | 9,620 | 20,419 |
| 1998 | 198 | 144 | 846 | 821 | 9,079 | 19,787 |
| 1997 | 205 | 128 | 866 | 786 | 8,849 | 19,125 |
| 1996 | 210 | 137 | 870 | 752 | 8,344 | 18,252 |

**Table 8-1 Number of exporting establishments, by province of residence** (continued)

| | Manitoba | Saskatchewan | Alberta | British Columbia[1] | Canada |
|---|---|---|---|---|---|
| | | | number | | |
| 2009 | 1,564 | 1,128 | 4,374 | 6,401 | **47,637** |
| 2008 | 1,763 | 1,235 | 4,729 | 6,824 | **51,648** |
| 2007 | 1,745 | 1,118 | 4,698 | 7,286 | **52,540** |
| 2006 | 1,679 | 1,075 | 4,566 | 7,499 | **53,489** |
| 2005 | 1,740 | 1,061 | 4,512 | 7,906 | **53,559** |
| 2004 | 1,719 | 1,069 | 4,406 | 7,795 | **52,910** |
| 2003 | 1,722 | 1,003 | 4,163 | 7,528 | **50,643** |
| 2002 | 1,769 | 1,017 | 4,285 | 7,305 | **49,483** |
| 2001 | 1,683 | 977 | 4,090 | 7,113 | **47,668** |
| 2000 | 1,609 | 937 | 3,840 | 6,822 | **46,391** |
| 1999 | 1,496 | 864 | 3,571 | 6,403 | **44,543** |
| 1998 | 1,481 | 841 | 3,270 | 6,086 | **42,553** |
| 1997 | 1,421 | 815 | 3,107 | 5,895 | **41,197** |
| 1996 | 1,356 | 802 | 2,873 | 5,558 | **39,154** |

1. Yukon and Northwest Territories have been combined with British Columbia for the years 1996 to 2009. Nunavut is combined with British Columbia for 1999 to 2009.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 8-2 Value of domestic exports, by province of residence**

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario |
|---|---|---|---|---|---|---|
| | | | millions of dollars | | | |
| 2009 | 6,558 | 749 | 3,725 | 9,732 | 61,515 | 123,927 |
| 2008 | 12,404 | 676 | 4,488 | 12,443 | 73,761 | 163,731 |
| 2007 | 9,044 | 582 | 4,421 | 10,836 | 70,767 | 177,159 |
| 2006 | 3,692 | 578 | 4,161 | 10,064 | 70,843 | 175,348 |
| 2005 | 3,238 | 606 | 4,591 | 10,341 | 68,856 | 177,313 |
| 2004 | 3,314 | 478 | 4,848 | 9,212 | 66,601 | 175,721 |
| 2003 | 2,888 | 458 | 4,974 | 8,279 | 63,393 | 163,648 |
| 2002 | 2,907 | 515 | 4,951 | 8,036 | 66,411 | 177,748 |
| 2001 | 2,630 | 458 | 4,706 | 8,180 | 67,534 | 175,261 |
| 2000 | 2,654 | 515 | 4,538 | 6,972 | 72,219 | 181,141 |
| 1999 | 1,974 | 514 | 4,260 | 5,659 | 61,922 | 171,770 |
| 1998 | 1,633 | 464 | 3,815 | 4,995 | 57,488 | 152,845 |
| 1997 | 1,784 | 328 | 3,800 | 5,058 | 51,015 | 141,571 |
| 1996 | 1,696 | 309 | 3,178 | 4,913 | 46,917 | 129,221 |

**Table 8-2 Value of domestic exports, by province of residence** (continued)

| | Manitoba | Saskatchewan | Alberta | British Columbia[1] | Canada |
|---|---|---|---|---|---|
| | | | millions of dollars | | |
| 2009 | 14,084 | 9,062 | 76,722 | 23,046 | **329,120** |
| 2008 | 15,104 | 13,306 | 122,446 | 30,455 | **448,815** |
| 2007 | 12,336 | 7,478 | 89,797 | 31,261 | **413,683** |
| 2006 | 10,776 | 5,999 | 89,769 | 33,116 | **404,344** |
| 2005 | 9,012 | 6,023 | 88,328 | 33,202 | **401,508** |
| 2004 | 9,449 | 4,968 | 71,739 | 32,170 | **378,497** |
| 2003 | 9,685 | 4,410 | 62,649 | 27,745 | **348,129** |
| 2002 | 10,546 | 5,465 | 53,921 | 28,649 | **359,148** |
| 2001 | 10,583 | 5,277 | 61,125 | 31,486 | **367,239** |
| 2000 | 11,089 | 5,883 | 57,943 | 35,403 | **378,357** |
| 1999 | 10,039 | 4,990 | 34,286 | 30,352 | **325,766** |
| 1998 | 8,435 | 4,553 | 29,879 | 29,777 | **293,885** |
| 1997 | 8,616 | 4,246 | 32,173 | 30,372 | **278,960** |
| 1996 | 8,741 | 3,935 | 30,131 | 28,118 | **257,159** |

1. Yukon and Northwest Territories have been combined with British Columbia for the years 1996 to 2009. Nunavut is combined with British Columbia for 1999 to 2009.

**Note:** Due to rounding, components may not add to the total.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 9-1 Number of new exporters, by export destination and employment class**

| | United States Only | Countries other than the United States only | Both United States and Non-United States | Total |
|---|---|---|---|---|
| | | number | | |
| 2009 | 1,255 | 770 | 78 | **2,103** |
| 2008 | 1,938 | 1,340 | 202 | **3,480** |
| 2007 | 2,582 | 1,473 | 204 | **4,259** |
| 2006 | 3,006 | 1,378 | 211 | **4,595** |
| 2005 | 3,437 | 1,770 | 248 | **5,455** |
| 2004 | 3,603 | 2,390 | 329 | **6,322** |
| 2003 | 3,503 | 2,095 | 299 | **5,897** |
| 2002 | 4,691 | 1,713 | 289 | **6,693** |
| 2001 | 4,463 | 1,066 | 170 | **5,699** |
| 2000 | 4,664 | 1,079 | 138 | **5,881** |
| 1999 | 4,650 | 1,080 | 150 | **5,880** |
| 1998 | 4,396 | 1,109 | 153 | **5,658** |
| 1997 | 5,575 | 1,500 | 251 | **7,326** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 9-2 Value of exports by new exporters, by export destination**

| | United States Only | Countries other than the United States only | Both United States and Non-United States | Total |
|---|---|---|---|---|
| | | millions of dollars | | |
| 2009 | 681 | 1,476 | 65 | **2,221** |
| 2008 | 1,777 | 1,388 | 1,865 | **5,030** |
| 2007 | 1,399 | 1,460 | 536 | **3,394** |
| 2006 | 1,732 | 1,305 | 359 | **3,395** |
| 2005 | 2,123 | 1,875 | 860 | **4,858** |
| 2004 | 1,729 | 1,445 | 443 | **3,617** |
| 2003 | 2,219 | 1,100 | 2,458 | **5,777** |
| 2002 | 11,848 | 753 | 557 | **13,157** |
| 2001 | 2,321 | 442 | 118 | **2,881** |
| 2000 | 1,605 | 293 | 373 | **2,271** |
| 1999 | 1,635 | 234 | 444 | **2,313** |
| 1998 | 1,205 | 350 | 536 | **2,091** |
| 1997 | 1,565 | 509 | 367 | **2,441** |

**Note:** Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 10-1 Number of new exporters, by North Amercian Industry Classification System (NAICS)**

| | Agriculture, Forestry, Fishing and Hunting | Mining, Oil and Gas Extraction | Utilities | Construction | Manufacturing | Wholesale Trade | Retail Trade |
|---|---|---|---|---|---|---|---|
| | | | | number | | | |
| 2009 | 207 | 31 | 8 | 156 | 274 | 290 | 167 |
| 2008 | 414 | 59 | 7 | 209 | 577 | 640 | 265 |
| 2007 | 342 | 84 | 4 | 273 | 878 | 773 | 276 |
| 2006 | 276 | 91 | 15 | 309 | 1,022 | 838 | 344 |
| 2005 | 342 | 92 | 9 | 322 | 1,264 | 972 | 398 |
| 2004 | 416 | 73 | 13 | 365 | 1,241 | 1,298 | 510 |
| 2003 | 320 | 62 | 6 | 342 | 1,446 | 1,316 | 409 |
| 2002 | 442 | 78 | 15 | 403 | 1,755 | 1,381 | 566 |
| 2001 | 403 | 77 | 10 | 324 | 1,419 | 1,234 | 496 |
| 2000 | 447 | 72 | 10 | 284 | 1,615 | 1,274 | 491 |
| 1999 | 369 | 62 | 11 | 320 | 1,665 | 1,369 | 537 |
| 1998 | 419 | 69 | 12 | 256 | 1,704 | 1,356 | 435 |
| 1997 | 445 | 94 | 13 | 284 | 2,346 | 1,964 | 426 |

**Table 10-1 Number of new exporters, by North American Industry Classification System (NAICS)** (continued)

| | Transportation and Warehousing | Information and Cultural Industries | Finance and Insurance | Business Services[1] | Other[2] | Total |
|---|---|---|---|---|---|---|
| | | | number | | | |
| 2009 | 119 | 36 | 171 | 373 | 271 | **2,103** |
| 2008 | 180 | 38 | 216 | 546 | 329 | **3,480** |
| 2007 | 217 | 54 | 283 | 680 | 395 | **4,259** |
| 2006 | 272 | 60 | 262 | 680 | 426 | **4,595** |
| 2005 | 268 | 75 | 356 | 817 | 540 | **5,455** |
| 2004 | 349 | 97 | 397 | 1,007 | 556 | **6,322** |
| 2003 | 273 | 85 | 332 | 848 | 458 | **5,897** |
| 2002 | 273 | 99 | 358 | 891 | 432 | **6,693** |
| 2001 | 279 | 85 | 274 | 704 | 394 | **5,699** |
| 2000 | 305 | 105 | 266 | 675 | 337 | **5,881** |
| 1999 | 265 | 87 | 234 | 656 | 305 | **5,880** |
| 1998 | 250 | 81 | 201 | 594 | 281 | **5,658** |
| 1997 | 325 | 128 | 244 | 757 | 300 | **7,326** |

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 10-2 Value of domestic exports by new exporters, by North American Industry Classification System (NAICS)**

| | Agriculture, Forestry, Fishing and Hunting | Mining, Oil and Gas Extraction | Utilities | Construction | Manufacturing | Wholesale Trade | Retail Trade |
|---|---|---|---|---|---|---|---|
| | | | | millions of dollars | | | |
| 2009 | 125 | 674 | 63 | 122 | 219 | 167 | 79 |
| 2008 | 243 | 820 | 16 | 111 | 1,046 | 1,042 | 239 |
| 2007 | 72 | 474 | 1 | 67 | 1,087 | 547 | 35 |
| 2006 | 75 | 469 | 3 | 71 | 974 | 899 | 61 |
| 2005 | 238 | 160 | 437 | 780 | 884 | 494 | 304 |
| 2004 | 152 | 195 | 8 | 77 | 893 | 1,154 | 73 |
| 2003 | 98 | 1,225 | 0 | 199 | 1,501 | 1,022 | 65 |
| 2002 | 72 | 541 | 118 | 212 | 7,438 | 3,241 | 111 |
| 2001 | 113 | 99 | 3 | 79 | 1,163 | 511 | 200 |
| 2000 | 79 | 245 | 8 | 75 | 872 | 439 | 110 |
| 1999 | 138 | 28 | 1 | 58 | 734 | 577 | 88 |
| 1998 | 97 | 265 | 7 | 70 | 879 | 315 | 67 |
| 1997 | 55 | 293 | 40 | 37 | 786 | 353 | 38 |

**Table 10-2 Value of domestic exports by new exporters, by North American Industry Classification System (NAICS)** (continued)

| | Transportation and Warehousing | Information and Cultural Industries | Finance and Insurance | Business Services[1] | Other[2] | Total |
|---|---|---|---|---|---|---|
| | | | millions of dollars | | | |
| 2009 | 49 | 6 | 282 | 217 | 219 | **2,221** |
| 2008 | 229 | 10 | 420 | 354 | 498 | **5,030** |
| 2007 | 171 | 9 | 144 | 666 | 121 | **3,394** |
| 2006 | 305 | 6 | 204 | 249 | 80 | **3,395** |
| 2005 | 167 | 13 | 498 | 400 | 482 | **4,858** |
| 2004 | 79 | 19 | 127 | 708 | 130 | **3,617** |
| 2003 | 360 | 21 | 221 | 928 | 137 | **5,777** |
| 2002 | 201 | 74 | 289 | 770 | 89 | **13,157** |
| 2001 | 311 | 32 | 128 | 158 | 85 | **2,881** |
| 2000 | 60 | 51 | 68 | 209 | 53 | **2,271** |
| 1999 | 108 | 11 | 256 | 271 | 43 | **2,313** |
| 1998 | 61 | 52 | 79 | 173 | 26 | **2,091** |
| 1997 | 44 | 9 | 261 | 486 | 40 | **2,441** |

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

**Note:** Due to rounding, components may not add to the total.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 11 Number and value of domestic exports by regular exporters**

| | Number | Value ($ millions) |
|---|---|---|
| 2009 | 11,436 | 191,386 |
| 2008 | 12,428 | 261,723 |
| 2007 | 13,422 | 277,654 |
| 2006 | 14,422 | 277,860 |
| 2005 | 15,518 | 292,681 |
| 2004 | 16,677 | 287,623 |
| 2003 | 18,133 | 274,680 |
| 2002 | 19,682 | 290,828 |
| 2001 | 21,368 | 323,303 |
| 2000 | 23,190 | 341,904 |
| 1999 | 25,265 | 302,386 |
| 1998 | 28,081 | 279,606 |
| 1997 | 31,853 | 269,806 |

**Note**: Regular exporters are the exporters that exported every year since 1996.
**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 12 Data linkage rates**

| | Document | | | Value | | |
|---|---|---|---|---|---|---|
| | United States | Non-United States | Total | United States | Non-United States | Total |
| | percentage | | | | | |
| 2009 | 89.1 | 87.1 | **89.5** | 91.5 | 90.6 | **91.2** |
| 2008 | 90.1 | 88.4 | **90.4** | 91.3 | 91.8 | **91.4** |
| 2007 | 92.5 | 90.1 | **92.5** | 93.9 | 94.6 | **94.1** |
| 2006 | 92.1 | 88.6 | **91.8** | 94.7 | 93.9 | **94.6** |
| 2005 | 93.7 | 89.4 | **93.1** | 95.3 | 95.2 | **95.3** |
| 2004 | 94.5 | 91.3 | **94.1** | 96.2 | 95.9 | **96.2** |
| 2003 | 95.1 | 92.0 | **94.8** | 96.8 | 93.2 | **96.3** |
| 2002 | 96.3 | 94.9 | **96.2** | 97.5 | 97.0 | **97.4** |
| 2001 | 97.1 | 94.8 | **96.8** | 97.6 | 96.6 | **97.5** |
| 2000 | 96.8 | 94.1 | **96.4** | 98.2 | 97.3 | **98.1** |
| 1999 | 96.0 | 90.3 | **95.2** | 98.3 | 95.6 | **97.9** |
| 1998 | 96.0 | 88.8 | **94.7** | 98.4 | 95.0 | **97.9** |
| 1997 | 96.1 | 89.8 | **95.1** | 98.1 | 95.3 | **97.6** |
| 1996 | 96.8 | 94.4 | **96.5** | 97.9 | 96.5 | **97.7** |

**Source:** Statistics Canada, International Trade Division, Exporter Register Database.

**Table 13 Commodities excluded from the Exporter Registry Database**

| HS Code | Description |
|---|---|
| 9901.00.00 | Unclassifiable exports |
| 9902.00.00 | Groceries |
| 9903.00.00 | Duty-free shop exports |
| 9904.00.00 | Goods of U.S. origin returning to the U.S. without undergoing any transformation |

**Source:** The Harmonized Commodity Description and Coding System.

**Table 14 Comparing total value of exports by province of residence and province of origin, 2009**

| Province | Residence | Origin |
|---|---|---|
| | percentage of the total value | |
| Newfoundland and Labrador | 2.0 | 2.6 |
| Prince Edward Island | 0.2 | 0.2 |
| Nova Scotia | 1.1 | 1.3 |
| New Brunswick | 3.0 | 3.0 |
| Quebec | 18.7 | 16.8 |
| Ontario | 37.7 | 37.5 |
| Manitoba | 4.3 | 3.2 |
| Saskatchewan | 2.8 | 6.5 |
| Alberta | 23.3 | 20.9 |
| British Columbia[1] | 7.0 | 8.0 |
| Total | **100.0** | **100.0** |

1. Yukon, Northwest Territories and Nunavut have been combined with British Columbia.

**Source:** Statistics Canada, International Trade Division, Export Register Database and Canadian International Merchandise Trade, December 2010 (Catalogue no. 65-001-X, table 5-2).